

GOED Board Meeting Minutes

November 10, 2016 • 10:00 a.m.

Governor's Office of Economic Development
60 E South Temple, Suite 300 Salt Lake City, UT 84111

Members Present:	Mel Lavitt, Jerry Oldoyrd, Christopher M. Conabee, Jake Boyer, Lorena Riffo-Jensen, Stefanie Bevans, Bob Frankenberg, Margaret Lasecke-Jacobs, Josh Romney, Sue Johnson
Members Excused:	Annette Meier, Bevan Wilson, Sam Granato, Brent Brown, Peter Mouskondis,
Staff:	Theresa Foxley, Val hale, Thomas Wadsworth, Julia Barnhouse, Jill Flygare, Ben Hart, Vicki Varela, Virginia Pearce, Tom Adams, Linda Gillmor, Jeff Van Hulten, Marshall Wright, Hillary Bowler, Tara McKee, Lynne Mayer, Kimberlee Carlile, Chase Christiansen, Michael O' Malley, Sara Adleman
Visitors:	Susan Eisenman, Amy Anderson, Kasandra VerBruggen, Erin Laney, Stephanie Frohman, Mike McCandless, Colby Cooley, Becca Haynie, Marshall Moore, Brice Wallace, Dave A. Barton, James Gomochak

Welcome

Mel Lavitt welcomed everyone to the November 10, 2016 GOED Board meeting.

Approval of the Minutes

MOTION: Bob Frankenberg motioned to approve the October 13, 2016 minutes. Lorena Riffo- Jenson seconded the motion. The motion was carried unanimously.

Presentation – Kasandra VerBruggen, Executive Director, SpyHop

Kasandra VerBruggen, Executive Director of SpyHop, thanked the GOED Board for inviting her to present. Kasandra began by providing the mission behind SpyHop, which is to mentor young people in the digital media arts to help them find their voice, tell their stories, and be empowered to affect positive social change in their lives, communities, and the World. The program aims to provide high-quality out-of-school-time programming, foster personal and artistic expression, develop 21st century skills, promote positive youth development, and increase media and digital literacy. SpyHop has programs in film, audio, music, and design. Some of the areas that SpyHop focuses on are: digital media arts education, STEM education & workplace readiness, Civic engagement & Digital inclusion, youth development, drug & alcohol prevention, and youth-in-custody.

SpyHop reaches about 7500 students between the ages of 7-20 annually, produces 5 student showcase events and screenings, and they participate in 10-20 film festival screenings around the world. SpyHop has received numerous awards for their program, including the Adobe Global Creative Catalyst award and the President's Committee on the Arts & the Humanities National Youth Program Award.

Film Incentives

Film – “Random Acts – Season 2”

Project Highlights

- | | |
|-------------|----------------------------------|
| • Category: | TV Series |
| • Genre: | Reality |
| • Director: | Brandon Christensen, Steve Olpin |
| • Producer | Sam Wallace, Tom Morrill |

Utah Jobs and Revenue

- | | |
|------------------------------------|-----------|
| • Estimated Cast: | 3 |
| • Estimated Cast Average Salary: | \$900 |
| • Estimated Crew: | 24 |
| • Estimated Crew Average Salary: | \$515 |
| • Estimated Extras: | 16 |
| • Estimated Extras Average Salary: | \$200 |
| • Length of Film Production: | 50 |
| • Estimated Spend: | \$985,000 |

Project Schedule

- | | |
|---------|---|
| • Prep: | September 12, 2016 through October 17, 2016 |
|---------|---|

- | | |
|--------------------------|---|
| • Principal Photography: | October 18, 2016 through March 31, 2017 |
| • Wrap: | March 1, 2016 through June 30, 2017 |
| • Post Production | October 19, 2016 through May 26, 2017 |

MOTION: Christopher M. Conabee motioned to approve for Cosmic Pictures Inc. DBA Random Acts, a Motion Picture Incentive Program post-performance tax credit up to \$197,000 which represents 20% of dollars left in state) for the production of “Random Acts Season 2”. Stefanie Bevans seconded the motion. The motion carried unanimously.

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$500,000 minimum dollars left in state to be eligible for the incentive
- At least 75% of the production’s cast/crew must be Utah residents and/or Utah students
- Dollars left in state start date no earlier than 30 days prior to the Governor’s Office of Economic Development Board of Directors approval

EDTIF Project – Whitewave Foods

Project Highlights

Timeline:	2018
Target Industry:	Other
Proposed Location(s):	Salt Lake County
Capital Investment:	\$70,000,000
Jobs:	105

Company Overview

The WhiteWave Foods Company (NYSE: WWAV) is a leading consumer packaged food and beverage company that manufactures, markets, distributes, and sells branded plant-based foods and beverages, coffee creamers and beverages, premium dairy products and organic produce throughout North America and Europe.

Jobs & Revenue

Full time job over project lifetime: 105
The company will provide full time employees with comprehensive health and retirement benefits.

New State Wages & Revenue:

New State Wages over 6 years:	\$27,207,296
New State Revenue over 6 years:	\$5,009,392

Incentives Committee Recommendation

Total amount of EDTIF, post-performance refundable tax credit:	\$1,001,878
The amount represents the following percentage of new state revenues:	20%
Number of years that incentive is approved for:	6 years

Jerry Oldroyd motioned to approve The WhiteWave Foods Company for a \$1,001,878 EDTIF post-performance refundable tax credit which represents an amount equal to 20% of new state revenue for 6 years. Bob Frankenberg seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$1,001,878 EDTIF post-performance refundable tax credit.
- Annual EDTIF incentive amount based on 20% of qualified new incremental state tax revenues generated and receipted in the previous calendar year.
- Total incentive not to exceed 20% & of qualified new incremental state tax revenues over 6 years with a contractual recapture provision for any excess funds paid to the company.
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
- Annual total project average salary of new employees (not each new position, this is an aggregate annual number) to be at least 110% of the average wage each excluding company contributed health insurance.
- Must commit to keep operation in Utah for the length of the incentive period, 6 years.
- Incentives are site specific and subject to local incentive participation.
- Local incentive proposal must be presented and approved by the GOED Incentives Committee in order for company to be eligible for the incentive.

- Only new state revenue and new jobs created after the GOED Board final approval date are eligible for this incentive.

Dave Barton, Director of Whitewave Foods, thanked the GOED board for their support. It is a milestone for Whitewave Foods to locate to Utah and they are excited to do business in the State.

EDITF Project – Womply

Project Highlights

Timeline:	2017
Target Industry:	Software/IT
Proposed Location(s):	Utah County
Capital Investment:	\$100,000

Company Overview

Founded in 2011, Oto Analytics, dba Womply, uses data and technology to help small and medium-sized companies grow, protect and simplify their business. Womply's data analytics offering help small businesses understand their customers, and helps them protect their reputation on third party review sites.

Incentives Committee Recommendation

Total amount of EDITF, post-performance refundable tax credit:	\$292,933
The amount represents the following percentage of new state revenues:	15%
Number of years that incentive is approved for:	5 years

Jobs & Revenue

Full time job over project lifetime: 175
The company will provide full time employees with comprehensive health and retirement benefits.

New State Wages & Revenue:

New State Wages over 5 years:	\$41,325,000
New State Revenue over 5 years:	\$1,952,888

Local Incentive

Lehi is supportive of the project.

MOTION: Jerry Oldroyd motioned to approve Oto Analytics dba Womply for a \$292,933 EDITF post-performance refundable tax credit which represents an amount equal to 15% of new state revenue for 5 years. Jake Boyer seconded the motion. The motion carried unanimously.

- Total EDITF incentive not to exceed \$292,933 EDITF post-performance refundable tax credit.
- Annual EDITF incentive amount based on 15% of qualified new incremental state tax revenues generated and receipted in the previous calendar year.
- Total incentive not to exceed 15% & of qualified new incremental state tax revenues over 5 years with a contractual recapture provision for any excess funds paid to the company.
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
- Annual total project average salary of new employees (not each new position, this is an aggregate annual number) to be at least 110% of the average wage each excluding company contributed health insurance.
- Must commit to keep operation in Utah for the length of the incentive period, 5 years.
- Incentives are site specific and subject to local incentive participation.
- Local incentive proposal must be presented and approved by the GOED Incentives Committee in order for company to be eligible for the incentive.
- Only new state revenue and new jobs created after the GOED Board final approval date are eligible for this incentive.

Representatives from Womply were unable to attend, but prepared the following statement that was read by Chairman Lavitt:

“Unfortunately I was not able to attend today’s meeting in person, but I wanted to personally thank the Governor’s Office of Economic Development Board for their consideration of this incentive. We are thrilled to be expanding into Utah County and to tap into that great pool of local talent. We aim to build a lasting presence in the area, and we are hiring aggressively for sales, operations, engineering and other critical roles to accelerate and support our already industry-leading growth.”

- Cory Capoccia, *President Womply*

Utah Office of Outdoor Recreation Grants

Tom Adams, Director of the Utah Office of Outdoor Recreation, provided an overview of the Office of Outdoor Recreation Grant. The grant was formerly known as the Waypoint Grant and was formed by H.B. 52 from the 2015 legislation session. The grant has been split into two categories: recreations infrastructure, and youth programs. Both grant categories had committees to review the grant applicants. The grant recipients for both categories are listed below.

	Youth Programs	Applicant	Amount Requested	Total Project Value	Amount Granted*
1	Provo Bicycle Collective Mountain Bike Program	SLC Bike Collective in Provo	\$15,000	\$20,100.00	\$15,000
2	Kwiyamuntsi Paiute Tribal Youth Camp	Zion National Park Foundation	\$15,000	\$29,320.00	\$10,000
3	League Loaner Bike Program	UT HS Mountain Bike Program	\$15,000	\$30,240.00	\$10,000
4	St. George Outdoors	City of St. George	\$15,000	\$29,994.40	\$10,000
5	Youth Works in the Parks	Friends of Arches/Canyonlands	\$15,000	\$40,550.00	\$10,000
6	Crookham's Crew	John Wesley Powell History Museum	\$10,000	\$20,336.00	\$7,500
7	Winter Program	Chill Foundation	\$10,000	\$45,822.50	\$5,000
8	Adventure Camp	Park City Recreation	\$10,000	\$21,035.00	\$5,000
9	Learn to Ride!	Draper City P&R	\$10,000	\$20,000.00	\$5,000
10	Jr. Nordic Outreach Program	Utah Nordic Alliance	\$10,000	\$14,650.00	\$7,000
11	Youth City Outdoor Adventure Project	Splore	\$5,000	\$5,000.00	\$5,000
12	Scholarship Assistance for Kids w/ Adaptive Needs	Wasatch Adaptive Sports	\$5,000	\$5,000.00	\$3,000
13	Youth Adventure Leadership Program	Common Ground Outdoor Adventures	\$5,000	\$45,350.00	\$3,000
14	Canyon Country Summer Camp	4 Corners School of Outdoor Ed	\$2,500	\$8,610.00	\$2,500
15	Geocaching Hike and Seek	Friends of Wasatch Mountain State Park	\$920	\$1,892.00	\$920
16	Park City Community Fishing Program	Park City Recreation	\$1,500	\$3,000.00	\$1,000
16 Total Programs			\$144,920	\$340,899.90	\$99,920

	Project	Applicant	County	Amount Requested	Total Project Value	Amount Granted*
1	Jackson Flat Reservoir Recreation Facility and Trails	Kane County Water Conservancy District	Kane County	\$300,000 (per HB 52)	\$1,887,000	\$300,000
2	Logan River Trail Rendezvous Park	City of Logan	Cache County	\$70,000	\$234,544	\$50,000
3	Helper City River Revitalization Phase 3	City of Helper	Carbon County	\$75,000	\$281,588	\$50,000
4	Mill Creek Trail – Fitts Park Bridge	City of South Salt Lake	Salt Lake County	\$75,000	\$150,200	\$50,000
5	Sandy Canal Trail, Phases 2, 3, and 4	Sandy City Corporation	Salt Lake County	\$75,000	\$1,056,625	\$50,000
6	Monticello Trails Project	City of Monticello	San Juan County	\$75,000	\$146,283	\$50,000
7	Adaptive Challenge Course	National Ability Center	Summit County	\$75,000	\$455,000	\$50,000
8	Brian Head Town Trail Paving – Phase 1	Brian Head Town	Iron County	\$75,000	\$200,000	\$50,000
9	Joe’s Valley Climbing Sustainability Initiative	Access Fund	Emery County	\$50,000	\$202,600	\$45,000
10	UM Creek Access Management Project	Paiute Trail Committee	Sevier County	\$50,000	\$190,000	\$40,000
11	Trim Trail	Beaver County	Beaver County	\$50,000	\$86,000	\$30,000
12	Washington City Cottonwood Wash Trail	Washington City Leisure Services	Washington County	\$30,000	\$56,579	\$25,000
13	Welcome Center Climbing Wall	Castle Dale City	Emery County	\$10,000	\$18,620	\$5000
14	Bjorr Trail	Cache County	Cache County	\$7133	\$23,750	\$4895
15	Lower Little Cottonwood Canyon Hiking & Climbing Trail Access (Grit Mill)	Salt Lake Climbers Alliance	Salt Lake County	\$40,000	\$118,700	\$30,000
	TOTALS:	15 communities	11 counties	\$1,057,133	\$5,107,489	\$829,895

Rural Fast Track Endorsements

Johansen & Tuttle Engineering

The Rural Development Office recommends a Rural Fast Track grant for Johansen & Tuttle Engineering, Inc., located in Castle Dale, Emery County, for the purpose of purchasing Trimble R-10 series GPS Rover surveying equipment, Trimble TSC3 Data Collector and Trimble S7 Robotic Total Station. The company expects to create one (1) new full time position paying at least 110% of the county average wage. The project is estimated to cost sixty thousand, five hundred and twenty five dollars (\$60,525).

MOTION: Endorse a Rural Fast Track Grant for Johansen & Tuttle Engineering of \$30,250.

Peczuh Printing Company

The Rural Development Office recommends a Rural Fast Track grant for Peczu Printing Company, located in Price, Carbon County, for the purpose of purchasing an additional semi-truck that would allow them to increase production, and expand delivery in both in-state and out of state markets. The company expects to create one (1) new full time position paying at least 110% of the county average wage. The project is estimated to cost one hundred fifty-eight thousand, eight hundred and eighty-eight dollars (\$158,888).

MOTION: Endorse a Rural Fast Track Grant for Peczu Printing Company of \$25,000.

MOTION: Sue Johnson motioned to endorse the Rural Fast Track grants presented. Stefanie Bevans seconded the motion. The motion carried unanimously.

GOED Update

Val Hale, Executive Director, provided an overview of current events within the departments of GOED.

Incentives Update

Theresa A. Foxley, Deputy Director, provided an update on the Incentives Program regarding new and existing projects.

EDC Utah Update

Erin Laney, Interim COO, presented on the status of current and upcoming projects in the pipeline.

Meeting Adjourned